

January 2018



Report to the General Assembly for Quarter Ending December 31, 2017







The Missouri Works Program was created to facilitate the creation and retention of high quality jobs by targeted business projects. It went into effect on August 28, 2013. The Program includes 6 categories for participating: Zone, Rural, Statewide, Mega 120, Mega 140, and Retention Works. The benefits may include the retaining of state withholding taxes and/or state tax credits. There are both “statutory” and “discretionary” components to the program (Missouri Works Summary Page 3).

Missouri Works is a “performance-based” incentive, such that the benefits are not provided until the actual new or retained payroll is documented at the end of each year of the company’s benefit period. In addition, each company that participates in the program must execute an agreement with DED to insure compliance, record keeping, and minimum job creation/retention, and in certain instances, minimum new capital investment.

Pursuant to RSMO 620.2020.15., the Department of Economic Development is required to provide on the following each quarter to the General Assembly:

1. A list of all approved and disapproved applicants for each tax credit (Pages 2 - 5);
2. A list of the aggregate amount of new or retained jobs that are directly attributable to the tax credits authorized (Pages 2 - 5);
3. A statement of the aggregate amount of new capital investment directly attributable to the tax credits authorized (Pages 2 - 5);
4. Documentation of the estimated net state fiscal benefit for each authorized project and, to the extent available, the actual benefit realized upon completion of such project or activity (Pages 2 - 5); and
5. The Department’s response time for each request for a proposed benefit award under this program (Page 6).

Missouri Works Summary

Program Type	Minimum Job Number	Minimum Investment	Minimum Average Wage	Benefit Type	Statutory Benefit Calculation	Discretionary Benefit Calculation	Other notes
Zone Works	2	\$100,000 within 2 years of approval	80% of County Average Wage	Statutory	Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for existing MO Business	None	Project Facility must be located in an Enhanced Enterprise Zone
Rural Works	2	\$100,000 within 2 years of approval	90% of County Average Wage	Statutory	Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for existing MO Business	None	Project facility must be located in a "rural" county, which would NOT include Boone, Buchanan, Clay, Greene, Jackson, St. Charles, and St. Louis City and County.
Statewide Works	10	None	90% of County Average Wage	Statutory & Discretionary Components	Statutory: Retain 100% of State Withholding Tax of the new jobs for 5 years (or 6 yrs for existing MO Business.	An additional benefit of up to 6% of new payroll each yr for 5 yrs (6 yrs for an existing MO Business) in refundable tax credits (not to exceed 9% of new payroll).	
Mega Works 120	100	None	120% of County Average Wage	Statutory & Discretionary Components	Statutory: 6% of new payroll each yr for 5 years (6yrs for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits.	An additional benefit of up to 3% of new payroll each yr for 5 yrs (6 yrs for an existing MO Business) in refundable tax credits (not to exceed 9% of new payroll).	
Mega Works 140	100	None	140% of County Average Wage	Statutory & Discretionary Components	Statutory: 7% of new payroll each yr for 5 years (6yrs for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits.	An additional benefit of up to 2% of new payroll each yr for 5 yrs (6 yrs for existing MO Business) in refundable tax credits (not to exceed 9% of new payroll).	
Retention Works	50 retained	50% or more of the incentive total	90% of County Average Wage	Discretionary	None	Retain up to 100% of State Withholding Tax for the retained jobs for up to 10 years.	Company must be at-risk for relocation out-of-state.

Missouri Works Quarterly Report for Legislators Total Credits Authorized From 07/01/2017 To 12/31/2017

Company Name/ Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/ GSP in \$
Missouri Works - Mega 120 Works									
NESTLE USA, INC.	Approved	Statutory		\$1,081,834.00	\$1,081,834.00	135	\$55,200,000.00		
Total Mega 120 Works				\$1,081,834.00	\$1,081,834.00	135	\$55,200,000.00	Avg: 0.00	
Missouri Works - Mega 140 Works									
CERNER CORPORATION	Approved	Statutory		\$28,917,000.00	\$0.00	1,000	\$423,701,863.00		
MAGNITUDE 7 METALS, LLC	Approved	Statutory		\$11,121,099.00	\$0.00	467	\$116,500,000.00		
SWISS RE MANAGEMENT US CORPORATION	Approved	Statutory		\$7,674,991.00	\$12,149,710.00	403	\$19,100,000.00		
Total Mega 140 Works				\$47,713,090.00	\$12,149,710.00	1,870	\$559,301,863.00	Avg: 0.00	
Missouri Works - Retention Works									
GRAPHIC PACKAGING INTERNATIONAL, INC.	Approved	Discretionary	215	\$0.00	\$772,009.00		\$1,258,000.00	3.38	\$568,294,000.00
THE KANSAS CITY SOUTHERN RAILWAY COMPANY	Approved	Discretionary	352	\$0.00	\$7,969,913.00		\$33,800,000.00	3.95	\$2,494,000.00
Total Retention Works			567	\$0.00	\$8,741,922.00		\$35,058,000.00	Avg: 3.67	\$570,788,000.00
Missouri Works - Rural Works									
JESKE ENGINEERING, INC.	Approved	Statutory		\$0.00	\$36,712.00	4	\$150,000.00		
Total Rural Works				\$0.00	\$36,712.00	4	\$150,000.00	Avg: 0.00	
Missouri Works - Statewide Works									
ADVANTAGE CONSULTING, INC.	Approved	Statutory		\$0.00	\$519,021.00	30	\$0.00		
BLUE NILE CONTRACTORS	Approved	Statutory		\$0.00	\$509,343.00	35	\$0.00		
CAPSTONE PRECISION GROUP, LLC	Approved	Statutory		\$0.00	\$93,895.00	21	\$1,046,500.00		
CATALENT CTS (KANSAS CITY), LLC	Approved	Discretionary		\$161,276.00	\$533,825.00	51	\$43,672,000.00	2.32	\$489,552,000.00
CENLAR FSB	Approved	Statutory		\$0.00	\$611,995.00	75	\$9,800,000.00		
CHARTER COMMUNICATIONS, INC.	Approved	Discretionary		\$544,883.00	\$791,862.00	79	\$31,727,765.00	10.58	\$3,425,262,000.00
CREATIVE ANVIL, LLC	Approved	Statutory		\$0.00	\$135,518.00	10	\$0.00		
FIRST MORTGAGE SOLUTIONS, LLC	Approved	Statutory		\$0.00	\$194,860.00	17	\$1,026,800.00		

Company Name/ Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/ GSP in \$
FIVE ELMS CAPITAL SERVICING, LLC	Approved	Statutory		\$0.00	\$569,310.00	33	\$0.00		
FLEISHMAN-HILLARD INC.	Approved	Statutory		\$0.00	\$265,011.00	19	\$0.00		
GMES LLC DBA GME SUPPLY	Approved	Statutory		\$0.00	\$149,259.00	30	\$340,000.00		
GRAPHIC PACKAGING INTERNATIONAL, INC.	Approved	Statutory		\$0.00	\$106,596.00	10	\$1,158,000.00		
H & H DOCKWORKS LLC	Approved	Statutory		\$0.00	\$68,738.00	22	\$1,000,000.00		
HENRY WURST, INC.	Approved	Statutory		\$0.00	\$215,432.00	27	\$500,000.00		
JBLOOM, LLC	Approved	Statutory		\$0.00	\$69,763.00	12	\$0.00		
JETCORP TECHNICAL SERVICES INC. DBA FLYING COLOURS CORP.	Approved	Statutory		\$0.00	\$1,023,459.00	101	\$10,324,000.00		
MARK ONE ELECTRIC COMPANY, INC	Approved	Statutory		\$0.00	\$744,322.00	70	\$5,159,500.00		
OBJECT COMPUTING, INC.	Approved	Statutory		\$0.00	\$702,497.00	30	\$0.00		
POST HOLDINGS, INC.	Approved	Statutory		\$0.00	\$294,006.00	16	\$0.00		
SEYER INDUSTRIES, INC.	Approved	Discretionary		\$152,782.00	\$252,857.00	20	\$0.00	2.09	\$719,536,000.00
SPRING VENTURE GROUP, LLC	Approved	Discretionary		\$2,153,585.00	\$5,376,431.00	681	\$26,000,000.00	1.37	\$1,547,241,000.00
STEELVILLE MANUFACTURING CO	Approved	Discretionary		\$69,995.00	\$99,742.00	15	\$11,605,319.00	5.96	\$196,442,000.00
STEREOTAXIS, INC	Approved	Statutory		\$0.00	\$679,989.00	28	\$5,841,454.00		
SURGASSIST HEALTHCARE SOLUTIONS, LLC	Approved	Statutory		\$0.00	\$254,234.00	63	\$200,800.00		
TVS SUPPLY CHAIN SOLUTIONS (WAINWRIGHT INDUSTRIES, INC)	Approved	Statutory		\$0.00	\$214,383.00	50	\$0.00		
UNIFIED DEVELOPMENT, INC.	Approved	Statutory		\$0.00	\$743,052.00	50	\$0.00		
UNITED EXCEL CORPORATION	Approved	Statutory		\$0.00	\$670,775.00	47	\$600,000.00		
WILLERDING ACQUISITION CORP. DBA WB INDUSTRIES	Approved	Statutory		\$0.00	\$85,383.00	10	\$0.00		
WORDS, DATA & IMAGES, LLC/DBA GABRIEL GROUP	Approved	Statutory		\$0.00	\$155,766.00	10	\$0.00		
ZAF ENERGY SYSTEMS, INC.	Approved	Statutory		\$0.00	\$175,618.00	30	\$4,755,360.00		
Total Statewide Works				\$3,082,521.00	\$16,306,942.00	1,692	\$154,757,498.00	Avg: 4.46	\$6,378,033,000.00

Company Name/ Requestor Program	Product Status	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value-Added/ GSP in \$
Missouri Works - Zone Works									
ANHEUSER-BUSCH EMPLOYEES' CREDIT UNION	Approved	Statutory		\$0.00	\$361,407.00	34	\$14,300,000.00		
AXIUM PLASTICS LLC	Approved	Statutory		\$0.00	\$231,784.00	48	\$16,000,000.00		
BIG GARAGES, LLC	Approved	Statutory		\$0.00	\$11,273.00	2	\$8,850,000.00		
CREMALAB, LLC	Approved	Statutory		\$0.00	\$184,420.00	20	\$450,574.00		
FIRSTSERVICE RESIDENTIAL MISSOURI, INC.	Approved	Statutory		\$0.00	\$162,197.00	22	\$280,168.00		
GDC INTEGRATION, INC.	Approved	Statutory		\$0.00	\$392,189.00	28	\$2,680,000.00		
INCITE DESIGN STUDIO, LLC	Approved	Statutory		\$0.00	\$27,268.00	3	\$150,000.00		
KELLY CONSTRUCTION GROUP, INC.	Approved	Statutory		\$0.00	\$419,746.00	24	\$2,730,000.00		
KLB LEASING, INC. AND MID AMERICA TESTING AND SUPPLY, LLC	Approved	Statutory		\$0.00	\$6,808.00	2	\$183,000.00		
MAPP ACQUISITION COMPANY, LLC	Approved	Statutory		\$0.00	\$557,630.00	115	\$5,000,000.00		
MID-AM METAL FORMING, INC.	Approved	Statutory		\$0.00	\$96,784.00	15	\$1,000,000.00		
MIDWEST INDUSTRIAL RUBBER, INC.	Approved	Statutory		\$0.00	\$348,460.00	10	\$350,000.00		
PROCK OPERATIONS, INC.	Approved	Statutory		\$0.00	\$324,059.00	40	\$1,552,285.00		
SCHAEFER'S ELECTRICAL ENCLOSURES	Approved	Statutory		\$0.00	\$157,042.00	33	\$2,200,000.00		
SERIOPLAST US, LLC	Approved	Statutory		\$0.00	\$283,566.00	65	\$8,500,000.00		
SFS ARCHITECTURE, INC.	Approved	Statutory		\$0.00	\$133,119.00	15	\$270,000.00		
TANK COMPONENTS LTD DBA TANK COMPONENTS INDUSTRIES	Approved	Statutory		\$0.00	\$61,714.00	10	\$145,000.00		
TNT MACHINE AND FABRICATION	Approved	Statutory		\$0.00	\$16,913.00	3	\$914,000.00		
WINCO FIREWORKS INTERNATIONAL, LLC	Approved	Statutory		\$0.00	\$411,818.00	38	\$4,088,860.00		
Total Zone Works				\$0.00	\$4,188,197.00	527	\$69,643,887.00	Avg: 0.00	
Total Quarter Ending 7.1.17 - 12.31.17				\$51,877,445.00	\$42,505,317.00	4,228	\$874,111,248.00	Avg: 4.24	\$6,948,821,000.00

Proposal Assignment Tracking

(October 1, 2017 – December 31, 2017)

Project ID	# of Business Days from PIR to RFP	# of Business Days from RFP to Proposal	# of Business Days from PIR to Response
1709007	1	3	1
1709012	0	1	1
1709016	0	3	3
1709017	0	5	4
1709018	1	2	3
1710002	1	0	1
1710004	3	2	0
1710007	2	5	7
1710008	1	5	6
1710010	4	2	5
1710011	1	3	3
1711001	5	2	2
1711002	13	3	4
1711004	0	1	1
1711005	6	1	1
1711009	13	4	2
1712002	0	5	0
1712005	0	7	0
1712006	7	0	7
Average Response Time in Days			2.68

Duplicate Project ID #'s indicate multiple requested proposals.

Notes:

*PIR = Date Completed Project Information Request is submitted to DED.

**RFP = Date Request for Proposal is submitted to Finance.

***Proposal = Date Proposal is completed and sent to Company.

****Response = Date Proposal is sent to Company or Date of Response Letter, whichever is first.

